

REFLECTIONS OF 2013

The National Insulation Association's
2013 ANNUAL REPORT



REPRESENTING THE
MECHANICAL INSULATION INDUSTRY™

2013–2014 NIA Board of Directors



Front Row: Mark Duppler, *Bay Industries, Inc.*; Charles Schattgen, *Winroc-SPI* (Past President Advisor); Tim Stout, *Hudson Bay Insulation Company*; Roger B. Crawford, *Low Country Insulation, Inc.* (Served April–August); David Dzina, *Selle Insulation Company*; Rick Smith, *E.J. Bartells*; Steve Luse, *Luse Thermal Technologies*; J. Kenneth Freeman, *Petrin Corp.*; J. David Gottlich, *Basic Industries, Ltd.*

Back Row: Mark Reed, *Zampell Companies*; Joe Leo, *Atlantic Contracting & Specialties, LLC*; Dana Vlk, *Distribution International, Inc.*; Jim Gribbins, *Gribbins Insulation Company, Inc.*; Alan Shepherd, *Armacell*; Darrel Bailey, *Performance Contracting, Inc.*; Dan Bofinger, *Winroc-SPI*; John Lamberton, *Irex Contracting Group*; Doug Bolen, *Knauf Insulation*; Gary Auman, *Dunlevey, Mahan & Furry* (General Counsel)

Not Pictured: Michele M. Jones, *NIA Executive Vice President/Chief Executive Officer*; Tom Burcham, *Retired* (Past President Advisor); Matt Caldwell, *Caldwell Insulation, Inc.*; Jeffrey DeGraaf, *Industrial Construction & Engineering Company*

NATIONAL INSULATION ASSOCIATION
12100 Sunset Hills Road, Suite 330, Reston, VA 20190

Table of Contents

Leadership Message	2
Board of Directors and Mission	3
Association Organization Chart.....	3
Mission Statement	3
Membership	4
Active Members by Revenue Category	4
Members by Membership Type	4
Union/Merit Contractor Demographics.....	4
NIA Committee Structure	5
Industry-Specific Operating Committees	5
General Operating Committees	6
Standing Committees	7
Products and Services.....	8
Products	8
Updating Old Products and Creating New Ones	8
Services and Other Resources	9
Top-Selling Items and Member Favorites	9
Communications.....	9
NIA Logo Redesign	9
Websites	10
Social Media.....	11
E-News Bulletin.....	11
Publications.....	11
<i>NIA News</i>	11
<i>Insulation Outlook Magazine</i>	11
MTL Product Catalog	12

Foundation for Education, Training, and Industry Advancement.....	13
Capitol Hill Legislative Strategies, Actions, and Initiatives	13
Mechanical Insulation Installation Incentive Act.....	13
Strategic Partnerships and Collaborations	14
Member Communications.....	14
2011–2012 Industry Measurement Survey	14
E-Learning Course Adds Quizes and Learning Credits.....	15
Training and Education.....	15
Meetings	16
NIA Annual Convention	16
Silent Auction	17
Convention Sponsors	17
2013 Committee Days	18
Awards	19
2012 Theodore H. Brodie Distinguished Safety Award Winners	19
NIA Financials 2012–2013.....	21
Staff and Consultants	21

Leadership Message



David Dzina



Michele M. Jones

Dear NIA Members,

At NIA, we always take time at the start of the new year to look back and take stock of what we have accomplished. We are truly proud of what we have achieved in 2013, and are thrilled to report that each year, we seem to achieve more than the last.

2013 was in many ways, a transformative year. As an organization we strove to think of new and improved methods to serve the mechanical insulation industry, and how to best represent and serve our diverse and hard-working members. One of our most exciting projects was the design of our new logo. Rick Smith (E.J. Bartells), our Immediate Past President, made the creation of a new logo a top priority for his year as President. We are very excited to leverage our new logo to present a united front, and represent our industry's collaborative efforts to gain increased recognition of the benefits of mechanical insulation. Read more about our new logo on page 9!

One of our biggest legislative projects for 2013 was including mechanical insulation language in the Federal Agriculture Reform and Risk Management Act, often called the Farm Bill. We are happy to report that we were successful in our efforts, and the Farm Bill was signed into law by President Obama on February 7, 2014! This final version of the Farm Bill included our language, which mandated that the Department of Agriculture report on the energy use and energy-efficiency projects at their facilities. The bill also requires that they create a report detailing how much money and energy could be saved by upgrading mechanical insulation at their facilities, and by implementing a proper mechanical installation maintenance system. We are thrilled that we were able to successfully include mechanical insulation language in this bill, and very excited about the potential it holds to bring concrete evidence of mechanical insulation's benefits to more audiences.

We are very proud of these major accomplishments—and even prouder to say that we completed many other important projects in 2013. Please take some time to review the following materials in this year's Annual Report to read more about all of NIA's successes in 2013. We truly believe that when NIA succeeds, our members succeed, and we are so compelled by our membership to continue to achieve victories that will help strengthen our industry. We look forward to working closely with our members, and continuing to grow together in 2014.

David Dzina
NIA President
Selle Insulation Company

Michele M. Jones, CMP
NIA Executive Vice President (EVP)/
Chief Executive Officer (CEO)

NIA's Board of Directors 2013–2014

President

David Dzina, *Selle Insulation Company*

Secretary/Treasurer

J. Kenneth Freeman, *Petrin Corp.*

Assistant Treasurer

Steve Luse, *Luse Thermal Technologies*

Immediate Past President

Rick Smith, *E.J. Bartells*

Regional Representatives

Jim Gribbins, *Gribbins Insulation Company, Inc. (CSIA)*

Joe Leo, *Atlantic Contracting & Specialties, LLC (ESICA)*

Jeffrey DeGraaf, *Industrial Construction & Engineering Company (MICA)*

Matt Caldwell, *Caldwell Insulation, Inc. (SEICA)*

J. David Gottlich, *Basic Industries, Ltd. (SWICA)*

Tim Stout, *Hudson Bay Insulation Company (WICA)*

At-Large Representatives

Darrel Bailey, *Performance Contracting, Inc.*

Dan Bofinger, *Winroc-SPI*

Mark Duppler, *Bay Industries, Inc.*

John Lamberton, *Irex Contracting Group*

Mark Reed, *Zampell Companies*

Dana Vlk, *Distribution International, Inc.*

Associate Representatives

Doug Bolen, *Knauf Insulation*

Alan Shepherd, *Armacell*

Past President Advisors

Tom Burcham

Charles Schattgen, *Winroc-SPI*

NIA Executive Vice President (EVP)/Chief Executive Officer (CEO)

Michele M. Jones, CMP

Counsel

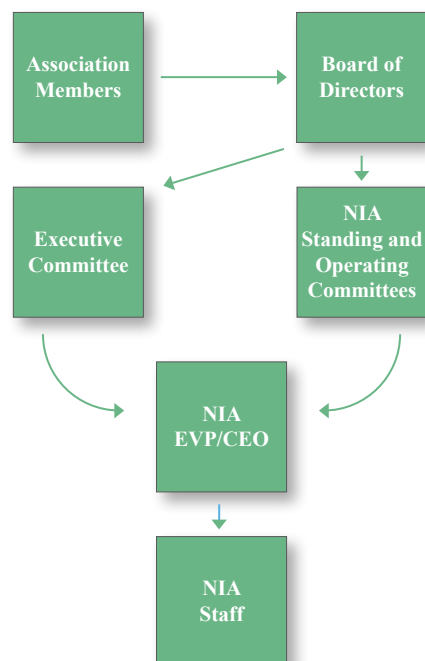
Gary Auman, Dunlevey, Mahan & Furry

Mission

NIA is a not-for-profit organization representing all facets of the commercial, industrial, and mechanical insulation industry. NIA is led and funded by its members, and it operates through a committee structure. These committees and various task forces review and assess issues and recommend actions to NIA's Board of Directors. Approved actions are then carried out by staff.

NIA's membership consists of both merit (open shop) and union contractors, distributors, laminators, fabricators, and manufacturers. These companies provide thermal insulation, insulation accessories, and components to the commercial, mechanical, and industrial markets throughout the nation. Since 1953, this Northern Virginia-based association has been the voice of the insulation industry, dedicated to keeping the commercial and industrial insulation industry up-to-date on the latest industry trends and technologies.

Association Organization Chart



Mission Statement

NIA's mission is to increase the success and professionalism of its membership through:

- Strengthening and developing the insulation industry;
- Elevating the image of the standards of the industry;
- Keeping members informed of important industry-related developments; and
- Serving as an effective industry representative with outside groups, such as government and labor.

Membership

NIA is the voice of contractors, manufacturers, distributors, fabricators, metal building laminators, and others in the commercial, industrial, and mechanical insulation industry. Membership in NIA is on an annual basis; in 2013, NIA represented 343 member companies as well as 376 branch locations of those companies.

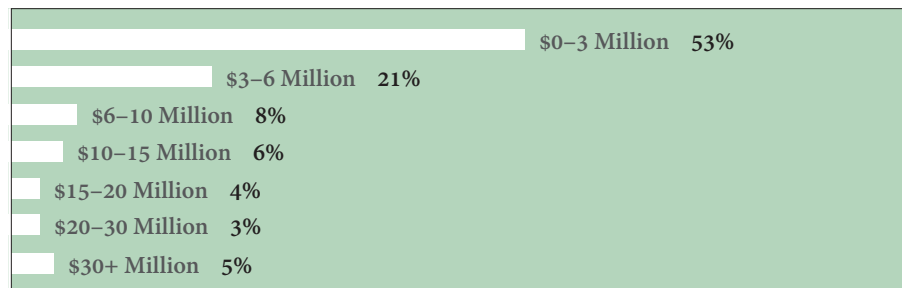
NIA members lead the association through a committee structure. In 2013, 13 committees met to fulfill their purposes and objectives, including reviewing issues and recommending actions to NIA's Board of Directors.

Active Members by Revenue Category

Active Members (Contractors, Distributors, Laminators, and Fabricators) by Size (Annual Revenue in Millions)

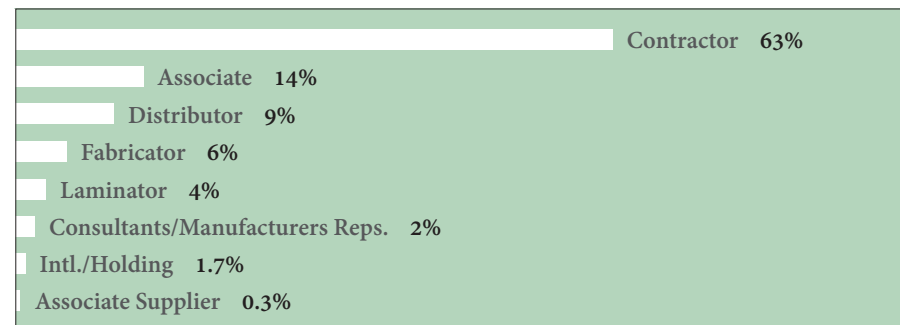
Contractors, distributors, fabricators, and laminators represent 83% of NIA's total membership. Of these members, 74% have annual sales of \$6 million or less:

Out of 283 active members:

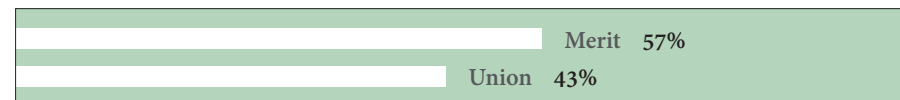


Members by Membership Type

Member Demographics:



Union/Merit Contractor Demographics



NIA Committee Structure

Industry-Specific Operating Committees

Associates Committee

Chairman: Alan Shepherd, *Armacell*

Vice Chairman: Dave Cox, *Owens Corning*

Secretary: Jake Erickson, *Roxul, Inc.*

The Associates Committee, composed of NIA's manufacturers, manufacturers' representatives, and associate suppliers, strengthens and expands the insulation industry through education, technical assistance, and association membership growth. In 2013, the Committee:

- Reviewed and updated the Manufacturer by Product List. Updates were provided to the Mechanical Insulation Design Guide (MIDG) on the National Institute of Building Sciences (NIBS) website and published in the *NIA Membership Directory & Resource Guide*;
- Elected Jake Erickson from Roxul, Inc. as the new Secretary;
- Co-hosted a joint Associates and Distributor/Fabricator Committee meeting with a special presentation by Diane Thielfoldt from the Learning Café on the 4-generation workforce and managing multiple generations at work;
- Reviewed the latest results of the Industry Measurement Survey that indicated product and accessory manufacturer sales increased 3% over 2012;
- Received a presentation on the new NIA Craft Training Videos, renamed the Mechanical Insulation Installation Video Series;
- Discussed the Associates Entertainment Policy and agreed on a proposed change to removing #2 that will be tabled until the April 2014 Associates Committee meeting; and
- Participated in a conference call on the LEED v4 Product Category Rule.

Distributor/Fabricator Committee

Chairman: Thomas McQuillan, *Distribution International, Inc.*

Vice Chairman: Michael Bedford, *Shook & Fletcher Insulation Company*

The Distributor/Fabricator Committee promotes the value of the distributor/fabricator to the mechanical insulation industry, helps grow the industry, and provides ongoing education and training to the distributor/ fabricator members. In 2013, the Committee:

- Discussed which topics would be of interest for Committee members and the guest speakers that would be able to address these topics. Assorted topics include:
 - Marketing the distribution/fabrication industry
 - The National Association of Wholesalers-Distributors (NAW) as a resource
 - Setting up scholarships and internships
 - Relating to Millennials in the workforce
 - Healthcare, insurance, and the Patient Protection and Affordable Care Act and its impact on businesses and employees
 - Fraud
 - Inventory management
 - Truck tracking software
- Co-hosted Diane Thielfoldt, Learning Strategist and Co-founder of The Learning Café, with the Associates Committee. Ms. Thielfoldt gave a presentation entitled "Managing Multiple Generations at Work" during NIA's 58th Annual Convention.

Merit Contractor Committee

Chairman: Mark Reed, *Zampell Companies*

Vice Chairman: J. Kenneth Freeman, *Petrin Corp.*

The Merit Contractor Committee promotes the growth of the industrial and commercial merit contractor through education, training, and network exchange.

In 2013, the Committee:

- Discussed the impact of the 2014 health-care reform implementation on their companies;
- Co-hosted a joint Merit and Union Contractors Committee training on Effective Customer Contract Negotiations with Cynthia Paul, Managing Director of the FMI Corporation; and
- Re-elected Mark Reed as Chair and J. Kenneth Freeman as Vice Chair of the Committee at NIA's 58th Annual Convention.

NIA Committee Structure, continued

Metal Building Laminators Committee

Chairman: Mike McLain, *Bay Industries, Inc.*

Vice Chairman: Todd Hamilton, *Selle Supply Company*

The Metal Building Laminators Committee is composed of laminators of metal building insulation who are dedicated to developing and promoting industry standards and educational programs that will help members become more professional, productive, and profitable. In 2013, the Committee:

- Voted to work on adding 1 Continuous Maintenance Proposal (CMP) to ASHRAE's reference tables;
- Decided to draft an article for *Insulation Outlook* about COMcheck, which could possibly also be turned into a reprint for members of NIA;
- Created a task force to gather information to advance the cause of a creation of a U-Factor calculator for the National Institute of Building Sciences (NIBS) website;
- Began review of Insulate Metal Buildings website (insulatemetalbuildings.org) to update materials and fix any broken links;
- Began process of reaching out to organizations with similar objectives such as MBCEA, MCA, and NAIMA, and planned to invite them to come to the Committee's spring meeting at NIA's Annual Convention;
- Appointed a representative from the Committee to NIA's Health and Safety Committee meeting at NIA's 2013 Committee Days meeting; and
- Updated the Committee's Purposes, Objectives, and Actions.

Union Contractor Committee

Chairman: Steve Luse, *Luse Thermal Technologies*

Vice Chairman: John Lamberton, *Irex Contracting Group*

The Union Contractor Committee promotes the growth of industrial and commercial union contractors through education, training, productivity enhancement, and strong union relations. In 2013, the Committee:

- Reached out to leaders at the International Association of Heat and Frost Insulators and Allied Workers (International) to encourage their participation at Committee meetings;
- Co-hosted a training session with FMI on Effective Customer Negotiation Strategies;
- Updated the Committee's Purposes, Objectives, and Actions; and
- Discussed market conditions in each region of the country.

General Operating Committees

Health and Safety Committee

Chairman: Jason Heath, *Zampell Companies*

Vice Chairman: Ed Loosemore, *Performance Contracting, Inc.*

The Health and Safety Committee is committed to the health, safety, and welfare of its members, customers, and the insulation industry. Through professional safety leadership, the Committee actively promotes the highest standards of safety and health excellence to ensure a safe working environment. In 2013, the Committee:

- Provided updates regarding the latest Occupational Safety and Health Administration (OSHA) issues;
- Updated the Theodore H. Brodie Distinguished Safety Award with new levels: bronze, silver, gold, and platinum. This allows companies to no longer compete against each other, but rather, against an ideal safety program;
- Developed a logo for the Safety Award application, which will also be distributed to Award Winners for use in printed and digital marketing materials;
- Established a new application for Associate (Manufacturer) members. (Please see page 19 for a list of safety award recipients); and
- Began to develop ideas for new safety-related products, including a recommended check list for a company's safety program and a document outlining OSHA's Competent Person designation.

Membership Committee

Chairman: David Dzina, *Selle Insulation Company* (January to September 2013);

Brian Farnsworth, E.J. Bartells (October to Present);

Vice Chairman: Steve Brown, *K-FLEX USA, LLC*

The Membership Committee represents all membership types, identifies and recruits potential member companies, increases awareness of membership benefits, and encourages participation by NIA members. In 2013, the Committee:

- Provided amenities to new members and first-time attendees at NIA's 58th Annual Convention;
- Held a member orientation/reception for new and current NIA members at the NIA's 58th Annual Convention, and debuted its newly created Benefits of Membership video to attendees;

- Continued the development of the member testimonial program;
- Ensured that the Membership Committee participants were representative of all member types, regions, and committees;
- Assisted staff with calls to members to encourage membership renewal and to promote the value of NIA membership and participation in the association;
- Reviewed and updated new member marketing materials;
- Developed an Ambassador Program to help familiarize new members and first timers to the Annual Convention to ensure that they are able to make the most of their time, including meeting other industry members; and
- Updated the Committee's Purposes, Objectives, and Actions.

Technical Information Committee

Chairman: Allen Dickey, *Pittsburgh Corning*

Vice Chairman: Gordon Hart, *Artek Engineering*

Secretaries: Darrell Peil, *Aeroflex USA, Inc.*

The Technical Information Committee (TIC) serves as a forum for identifying and addressing technical issues confronting NIA members. In 2013, the Committee:

- Met 4 times to review technical materials for NIA and *Insulation Outlook* magazine;
- Provided technical assistance to NIA's partners and members;
- Reviewed all technical articles for the 11 issues of *Insulation Outlook* magazine and suggested topics for future issues;
- Reviewed and updated the *Insulation Science Glossary*, *Guide to Insulation Product Specifications*, and *Insulation Materials Specification Guide* quarterly;
- Reviewed the products and services offered by NIA and made suggestions for 2014 offerings;
- Audited the technical accuracy of the Insulation Energy Appraisal Program (IEAP), an NIA training class; and
- Researched topics and speakers for the 58th and 59th Annual Convention technical presentations.

Website Committee

Chairman: Mark Reed, *Zampell Companies*

The Website Committee is responsible for the content and promotion of *Insulation.org*. It strives to make the website as comprehensive and useful as possible for industry members

and the public. In 2013, the Committee did not meet as they did not have agenda items at the time of the NIA meetings. The Committee decided that any issues that arose could be discussed via conference call.

Standing Committees

2013 Convention Committee

Chairman: David Dzina, *Selle Insulation Company*

The Convention Committee works with NIA staff to develop and coordinate education programs and entertainment for NIA's Annual Convention. In 2013, the Committee:

- Successfully completed NIA's 58th Annual Convention in Bonita Springs, Florida (see page 16 for a summary).

Finance Committee

Chairman: Steve Luse, *Luse Thermal Technologies*

The Finance Committee met in March 2013 to review the Fiscal Year (FY) 2013–2014 budget developed by NIA staff. This budget was approved by NIA membership at the Business Session during NIA's 58th Annual Convention in Bonita Springs, Florida (see page 21 for the audited state of financials).

Foundation Steering Committee

Co-Chairmen: Steve Oslica, *Pittsburgh Corning*, and Dan Bofinger, *Winroc-SPI*

The Foundation Steering Committee develops and implements strategies and recommends processes to advance and expand the commercial and industrial insulation industry. See page 13 for a complete list of Foundation activities.

Nominating Committee

Chairman: David Dzina, *Selle Insulation Company*

The Nominating Committee is responsible for identifying and appointing officers to NIA's Board of Directors, including At-Large Representatives. This committee held meetings and presented a slate of nominations to the Board of Directors and the NIA membership for their approval.

Products and Services

Products

In 2013, 50 products and services were offered by NIA in the following categories: Certification and Training, Educational Resources, Health and Safety Products, and Marketing Tools. Four new publications were offered in the 2013 Products and Services Brochure:

- *Contractor's Guide to Green Building Construction*
- The NIA Insulation Sampler
- *Managing the Construction Process, 4th Edition*
- *Understanding and Managing the Risks of Green Projects*

For a complete list of NIA's products, visit www.insulation.org/products.

Updating Old Products and Creating New Products

Mechanical Insulation Installation Video Series (Craft Training Videos)

In 2013, NIA began the process of updating its craft training video series. This new series—entitled the Mechanical Insulation Installation Video Series—was created by the industry, for the industry, and provides a general overview and basic how-to-guide for mechanical insulation applications. Each video is generic in nature, incorporates consensus recommendations of the sponsoring manufacturers, and the applications demonstrated were completed by experienced field mechanics on piping and equipment mockups representing project applications. The videos are a great industry resource for supplementing existing craft training programs; educational programs for new or existing sales, service, and administrative employees; and for indirect users to obtain an overview of application practices for the respective insulation materials. They can be used by contractors, distributors, fabricators, laminators, manufacturers, and their respective customers or other parties interested in mechanical insulation best practices.

Following is a summary overview of the video content:

- Overview—introduction and objective of video series
- General service definitions
- Finish material overview
- General safety precautions
- General application practices

- Inspection and maintenance
- Resource and sponsor listing
- Specific product information within each video
 - Product introduction
 - Insulation application demonstrations
 - Piping, fittings, equipment, ducts, etc.
 - Finish (protective jacketing) application demonstrations

Individual Insulation Installation Video Topics are:

1. Calcium Silicate and Perlite: Pipe and Equipment Insulation
2. Cellular Foam: Pipe and Equipment Insulation
3. Cellular Glass: Pipe and Equipment Insulation
4. Elastomeric and Polyolefin: Pipe, Equipment, and Duct Insulation
5. Fiber Glass: Pipe, Equipment, and Duct Insulation
6. Mineral Wool: Pipe and Equipment Insulation
7. Removable/Reusable Flexible Insulation Covers

This updated video series is scheduled to be complete, and ready for sale, in early-mid 2014.

NIA Insulation Sampler

NIA finalized a new product called the NIA Insulation Sampler in 2013. This new product provides hand samples of 20 mechanical insulation product types and accessories in a generic fashion, providing an excellent tool for companies' internal training and resource library, as well as external sales discussions and presentations.

Mechanical Insulation Awareness Presentation

In 2013, NIA developed a new awareness tool for members in the form of the Mechanical Insulation Awareness Presentation. This PowerPoint presentation will help members express the benefits of mechanical insulation to a variety of audiences, including both experts and those with less knowledge about insulation. The PowerPoint will be provided to NIA members as a complimentary member benefit, and additional package and presentation options will be available for a fee.

Communications

Services and Other Resources

In 2013, NIA offered a number of free services/resources exclusively to members, including:

- The NIA members only website, featuring committee meeting minutes, a downloadable NIA logo, the Electronic Reprint Library, Human Resources Forms, and documents such as employment applications, employee termination forms, evaluations, job descriptions, new employee forms, offer letters, safety checklists, and time-off request forms;
- The online job board at *insulation.org*;
- *NIA News*, an exclusive member newsletter;
- Exclusive meetings and discounts on registration for other events; and
- *Insulation Advocate*, an update on NIA's Capitol Hill activities.

Updated online resources include the:

- *Guide to Insulation Product Specifications*;
- *Insulation Materials Specification Guide*;
- *Insulation Science Glossary*;
- Manufacturers' Technical Literature (MTL) Product Catalog;
- Mechanical Insulation Design Guide (MIDG); and
- NIA Speaks, an online map that shows where NIA has given presentations.

Additional NIA member services provided include special offers and discounts, such as:

- Advertising opportunities for NIA members in various media outlets, including *Insulation Outlook*, the *NIA Membership Directory & Resource Guide*, the MTL website, and various sponsorship opportunities at Committee Days and the Annual Convention;
- Associated Resource Group (ARG) discounts for all members' voice and data service needs, along with a free initial analysis; and
- The Theodore H. Brodie Distinguished Safety Award. (For more information, see page 19).

Top-Selling Items and Member Favorites

- *Insulation Estimator's Handbook*
- *National Commercial and Industrial Insulation Standards Manual*
- The NIA Insulation Sampler
- *Safety Handbook for Distributors/Fabricators*
- *Safety Handbook for Insulation and Abatement Workers*

NIA Logo Redesign

In mid-2012, NIA President Rick Smith (now immediate Past President) initiated the creation of a diverse task force to create a new and updated logo to represent the NIA membership. In May 2012, this task force—named the BBranding Image and Information Technology (BRITE) Task Force—began reviewing the NIA brand to determine if the NIA message was still clear to the industry or if an update was needed to modernize our efforts. The task force began by establishing NIA's internal and external target audiences. Members of BRITE then conducted a review of new logos and tagline options. Several members volunteered their company's marketing or graphic design specialist to create new logo designs. The Task Force narrowed down the focus and NIA staff took over the design and provided ideas for the task force. The Task Force opted for a new logo design that they felt was more modern and with colors that fit with current green trends.

The taglines that will be used with NIA's new logo consist of phrases that NIA has been using for years, or even decades. Our new design allows us to incorporate these phrases with our logo to further explain NIA's mission in an easy-to-read graphic format. Both the new logo and the taglines were approved by NIA's Board of Directors at the Committee Days meeting on December 5, 2013, and will be copyrighted and trademarked for NIA's use only. The following phrases are the final taglines created by the BRITE Task Force members:

- One Voice, One Industry, One Future™
- The Voice of the Insulation Industry™
- The Power of Insulation™
- Representing the Mechanical Insulation Industry™
- Serving the Mechanical Insulation Industry™

Old



New



Communications, continued

The NIA staff has updated the NIA website and materials and announced the new NIA logo at the beginning of February 2014.

NIA also created a “Proud Member of NIA” logo to ensure all of our members are a part of our new, branded efforts to grow the industry and make it stronger. This separate, members-only logo can be used on members’ promotional or marketing materials and will help increase our sense of professional collaboration and unity.

NIA members can log into the Members Only section of www.insulation.org and download the Proud Member of NIA logo. Please use this file to update your business cards, website, and any other relevant materials.

A Very Special Thanks to the Members of the BRITE Task Force:

Dave Cox—*Owens Corning*

David Dzina—*Selle Supply Company*

Lauren Gauchel—*L & C Insulation, Inc.*

Wayne Killion, Jr.—*Shook & Fletcher Insulation Company*

Ron King—*NIA Past President and Consultant*

John Lamberton—*Irex Contracting Group*

Rick Smith—*E.J. Bartells*

Dana Vlk—*Distribution International, Inc.*

Websites

www.insulation.org

In 2013, improvements to the *Insulation.org* website included:

- Posting NIA and Foundation news and updates;
- Posting monthly *Insulation Advocate* updates and maintaining the archives;
- Adding digital editions of *NIA News* issues to Members Only;
- Rebuilding the code for the advertising banner ads for *Insulation Outlook* Premier 12 and 7 advertisers; and
- Adding graphics to home page.

www.insulationoutlook.com

Improvements to the site in 2013 included:

- Changing the home page format to include new graphics of the covers and a full listing of the articles in each issue;

- Updating content and the *Insulation Outlook* articles archive, including using new coloring and headings to make text more visually appealing in each article;
- Updating the 2013 advertisers page and advertising graphic for Premier 12 and 7 advertisers;
- Adding 2013 Media Kit with updated editorial calendar; and
- Updating all pages to include the most current information.

www.insulatemetalsbuildings.org

This website is designed to provide up-to-date information on energy code compliance for pre-engineered metal building systems, the use of NIA Certified Faced Insulation®, and metal building insulation assemblies and proper installation that comply with ASHRAE 90.1 and state energy codes.

- The Metal Building Laminators Committee created a task force to identify outdated content and links that need updating. It also began the review process to identify actionable items.

www.wbdg.org/midg

The National Institute of Building Sciences (NIBS), through the National Mechanical Insulation Committee, developed the Mechanical Insulation Design Guide (MIDG) to provide a comprehensive source of information on the design objectives, system selection, installation, and maintenance of mechanical insulation systems in buildings and industrial facilities. In 2013, the following activities were completed:

- Updated Resources section
- Updates, modifications, and corrections have been finalized and are currently in the process of being implemented to the Simple Calculators. They include:
 - Truncation of input data
 - Revising temperature ranges for insulation materials
 - Adding ASTM reference numbers
 - Adding phenolic insulation
 - Including emittance and availability tables for flexible insulation
- A link was added for the 5-module Mechanical Insulation Education & Awareness E-Learning Series online training seminar now available at the NIBS website at www.wbdg.org/education/nia01.php.

Publications

NIA News

NIA News is produced 5 times per year and is available exclusively to NIA members free of charge as part of their membership dues. In 2013, it was distributed to over 1,500 NIA members per issue. We also offer a digital edition to members. A link to the digital version of each issue was emailed to more than 1,400 members.

- This year NIA also developed mobile capability for the digital version of *NIA News* and members can now read issues on their smartphones, tablets, and other devices.

Insulation Outlook Magazine

Eleven times a year, *Insulation Outlook* provides practical information about mechanical insulation's value, uses, applications, and economic benefits to its audience of 11,550 subscribers. Topics are based on reader and member feedback and article submissions from members are encouraged. Members receive this magazine as part of their membership dues.

Circulation

Insulation Outlook was sent to numerous industry-relevant tradeshows and events, such as the 2013 NASEO/ASERTTI Energy Policy and Technology Outlook Conference, CSI Construct 2013, World Energy Engineering Conference, GlobalCon 2013, West Coast Energy Management Congress, MetalCon International, NASEO's Annual Meeting, RCI Building Envelope Technology Symposium, RCI RETA 2012 Heavy Equipment Show Conference, the regional associations' annual meetings, and the NIA's Annual Convention and Committee Days meetings.

Insulation Outlook's circulation metrics at the end of 2013 were:

			Insulation End-Users 83%
	Members	14%	
	Other	3%	

Those who complete the E-Learning course are now eligible for credit from the United States Green Building Council (USGBC) and its sister organization, the Green Building Certification Institute (GBCI), as well as the American Institute of Architects (AIA). NIA also offers professional development hours (PDH) for the completion of the training course.

Social Media

NIA disseminates information through social media websites, including its Facebook page, *NIAInfo* and *InsulationInfo* on Twitter, and now YouTube.

- NIA currently has 325 people who “like” our NIA Facebook page, 670 Twitter followers for *InsulationInfo*, and 199 following *NIAInfo*. All numbers have increased since 2012.
- NIA added a new social media forum: YouTube. Our YouTube channel contains videos about the NIA, membership in NIA, and useful information about mechanical insulation. There are also video links to member videos which explain the benefits of insulation and how individual products are made and used.
- NIA events, products, publications, and activities were promoted through social media.

Visit us at:

Facebook

www.facebook.com/NIAInfo

Twitter (NIA Information)

www.twitter.com/niainfo

Twitter (Mechanical Insulation Industry News)

www.twitter.com/InsulationInfo

YouTube

www.youtube.com/niainfo

E-News Bulletin

The E-News Bulletin is a free e-newsletter that provides updates on NIA events, training courses, products, and mechanical insulation industry news. Anyone may subscribe by filling out a short form on www.insulation.org. The subscriber list currently contains more than 2,600 email addresses.

- In 2013, the NIA staff created a new, graphically enhanced newsletter format using a new email provider, Constant Contact.

Publications, continued

Editorial

A wide variety of editorial topics were covered in 53 articles during 2013 in *Insulation Outlook* magazine. All the articles were uploaded to the articles database at www.insulation.org/articles and to www.InsulationOutlook.com. In addition, we introduced a new column on Insulation Finishes, and expanded the Construction Forecast column.

- All articles are published online approximately one month after initial print publication. They can be found at www.InsulationOutlook.com and are searchable by topic, author, and issue.
- In 2013, to promote the Simple Calculators, NIA published the following articles in *Insulation Outlook*:
 - March: “Mechanical Insulation Simple Calculators: A Guide to the Energy and Condensation Control Calculators”
 - June: “Mechanical Insulation Simple Calculators: A Guide to the Financial Returns and Personnel Protection Calculators”
 - August: “Mechanical Insulation Simple Calculators: A Guide to the Estimate Time to Freezing for Water in an Insulated Pipe”
 - September: “Mechanical Insulation Simple Calculators: A Guide to the Temperature Drop for Air in an Insulated Duct or Fluid in an Insulated Pipe Calculators”

Advertising

Insulation Outlook met its 2013 budgeted revenue targets.

Insulation Outlook offers individual ads as well as 3 advertising packages designed to reward frequent advertisers with extra exposure: Select 4, Preferred 7, and Premier 12.

Descriptions of the package benefits can be found at <http://www.insulationoutlook.com/io/advertise.cfm>

Our appreciation goes out to the 2013 Premier 12, Preferred 7, and Select 4 advertisers:

12	7	4
Access Plug Flange, Inc.	Auburn Manufacturing, Inc.	Amity Insulation Group, Inc.
Aeroflex USA, Inc.	Avery Dennison	ESCO (Edge Sweets Company)
Armacell	Buckaroos, Inc.	K-FLEX USA, LLC
Corick Valve Covers, Inc.	Extol of Ohio, Inc.	MABI AG
Ideal Tape Company, Inc.	Industrial Insulation Group, LLC (IIG)	Pacor, Inc.
Johns Manville	MFM Building Products Corp.	
Knauf Insulation	Midwest Fasteners, Inc.	
Lewco Specialty Products, Inc.	Owens Corning	
No Sweat Valve Wraps, Inc.	Performance Contracting, Inc.	
Polyguard Products, Inc.	Pittsburgh Corning	
Rock Wool	Proto Corporation	
Manufacturing Company	Roxul, Inc.	
Venture Tape - 3M Company	Unifrax I, LLC	

MTL Product Catalog

- In 2013, Publications worked on a marketing campaign to increase traffic to the online MTL Product Catalog website. This campaign took the form of a 2-pronged advertorial in the August issue of *Insulation Outlook*. The first part was geared toward end-users and explained the benefits and information that could be found on the MTL. The second part was geared towards advertisers and discussed the advantages of advertising on the MTL. Additional ads will be created to run in *Insulation Outlook*.
- Staff are adding technical resources and a video component that will allow members to upload, or link to, their product and installation videos.
- These changes are in progress and are expected to be completed in the first quarter of 2014.

Foundation for Education, Training, and Industry Advancement

In 2013, NIA's Foundation for Education, Training, and Industry Advancement continued promoting the mechanical insulation industry to thousands of end users, specifiers, architects, energy managers, plant operators, building owners, facility managers, government agencies, and others. Even through sequestration and a government shutdown, we managed to continue our mission to promote mechanical insulation.

Capitol Hill Legislative Strategies, Actions, and Initiatives

NIA's Foundation continued making huge strides in getting mechanical insulation recognized on Capitol Hill and at the state level as an energy-saving technology. In 2013 the Foundation:

- Worked with Congress to support the introduction of the Mechanical Insulation Installation Incentive Act of 2013 (H.R. 184 and S. 775). Conducted numerous meetings on Capitol Hill to promote H.R. 184 and S. 775 and to seek out opportunities for including language for the increased use of mechanical insulation in other bills;
- Launched a grassroots campaign to support H.R. 184, culminating in nearly 700 letters being sent to Congress;
- Participated with AGL Energy Services and Cherokee Energy Management and Construction in a series of presentations with Naval Facilities Engineering Command (NAVFAC). Two of the presentations focused on the benefits of mechanical insulation and the simple calculators. The third was a roundtable discussion with the Norfolk Navy Station shop personnel about mechanical insulation and how they can help identify energy saving opportunities within their facilities;
- Testified at the U.S. Congress Committee on Science, Space, and Technology, Oversight and Energy Subcommittees hearing entitled "Green Buildings—An Evaluation of Energy Savings Performance Contracts;"
- Launched first exploratory meeting related to the "Energy-Water Nexus" and the value of increased mechanical insulation;
- Introduced mechanical insulation language into the Farm Bill, which required mechanical insulation assessments of agricultural facilities;
- Endorsed the Energy Savings and Industrial Competitiveness Act and Tenant Star—a program that will move toward justifying more energy-efficient buildings;

- Discussed the energy and water savings associated with the increased use of thermal insulation for mechanical systems at a meeting at the National Institute of Standards and Technology (NIST);
- Presented at the Honeywell Energy Summit; and
- Was appointed to the Commercial Workforce Credentialing Council's (CWCC) Board of Advisors, a committee of NIBS that is charged with developing the criteria for the Better Buildings Workforce Professional Certification and Certificate Programs that will be used to align with Federal Buildings Personnel Training Act.

Mechanical Insulation Installation Incentive Act

The Mechanical Insulation Installation Incentive Act of 2013 amends the Internal Revenue Code to allow an additional tax deduction for the cost of installing mechanical insulation. The act limits the amount of a deduction to the lesser of 30% or the reduction in energy loss from the installed mechanical insulation property compared to property that meets the minimum requirements of ASHRAE standard 90.1-2007. It allows the cost of replacing mechanical insulation property to be treated as a deductible business expense in the current taxable year.

The act defines "mechanical insulation property" as insulation materials, facings, and accessory products that are: (1) placed in service in connection with a mechanical system which is located in the United States and of a character subject to an allowance for depreciation; and (2) utilized for thermal, acoustical, and personnel safety requirements for mechanical piping and equipment, hot and cold applications, and heating, venting and air conditioning applications that can be used in a variety of facilities.

Allows a tax deduction for capital expenditures related to mechanical insulation property.

H.R. 184

- Ended 2013 with a total of 47 co-sponsors: 33 Democrats and 14 Republicans.

S. 775

- Ended 2013 with a total of 4 co-sponsors.

Foundation for Education, Training, and Industry Advancement, continued

Strategic Partnerships and Collaborations

- Continued to represent the industry on the NIBS Consultative Council and contributed to a report presented to the President and Congress that strongly encouraged policymakers, foundations, and research institutions to provide financial, political, and technical support for research in a variety of areas within high-performance buildings.
- Moderated a High-Performance Building Caucus/U.S. House of Representatives briefing on “Advancing the Building Industry: Findings and Recommendations from the National Institute of Building Sciences’ Consultative Council.”
- Joined the Coalition for Fair Effective Tax Rates. The mission of the Coalition for Fair Effective Tax Rates is to educate Congress and key stakeholders that tax reform should be viewed through the lens of effective tax rates, which refers to the amount of taxes businesses actually pay.
- Published the final mechanical insulation column after 5 years in the Refrigerating Engineers and Technicians Association (RETA) member newsletter, the RETA Breeze.

NIA maintained a strong list of 15 strategic industry partners:

- The American Institute of Architects (AIA)
- American Society of Heating, Refrigerating, and Air-Conditioning Engineers (ASHRAE)
- American Society of Mechanical Engineers (ASME)
- The Association of Energy Engineers (AEE)
- Association for Facilities Engineering (AFE)
- The Construction Specifications Institute (CSI)
- Department of Energy (DOE)
- Energy Future Coalition (Rebuilding America Coalition)
- Industrial District Energy Association (IDEA)
- Mechanical Contractors Association of America (MCAA)
- National Association of State Energy Officials (NASEO)
- National Institute of Building Sciences (NIBS)
- Plumbing-Heating-Cooling Contractors Association (PHCC)
- Refrigerating Engineers & Technicians Association (RETA)
- Technical Association for the Pulp & Paper Industry (TAPPI)

Member Communications

In 2013, NIA kept members informed about its activities by:

- Publishing 5 articles about our legislative activities in *NIA News* on the increased support from Capitol Hill for mechanical insulation;
- Publishing 2 articles about the efforts in *Insulation Outlook* magazine;
- Publishing 9 editions of the *Insulation Advocate* e-newsletter;
- Hosting the second annual Foundation Stakeholders meeting at the 2013 Convention;
- Updating the regional insulation associations and TIAC on NIA activities during their annual meetings;
- Developing the Mechanical Insulation Awareness Presentations, a new, educational Powerpoint presentation for members to use to express the benefits of mechanical insulation to a variety of audiences, including experts and those with less knowledge about mechanical insulation. A resource kit was also developed to supplement their presentations, and includes the NIA *Insulation Materials Specifications* Guide, industry flyers, the NIA Insulation Sampler, copies of *Insulation Outlook* magazine, and various other materials; and
- Creating a Foundation Progression chart to outline the Foundation’s accomplishments since its inception in 1997.

2011–2012 Industry Measurement Survey

In January 2013, the NIA Foundation for Education, Training, and Industry Advancement conducted the 2011-2012 Industry Measurement Survey. Results indicate that the mechanical insulation industry, and the economy as a whole, continued to rebound from the recent recession. The recovery is slow and varies by region, market segment, and even within states. The good news is that the industry is slowly recovering and the signs are there, although fragile, for continued moderate growth. The industry is moving forward.

After years of significant growth (2003–2008), the commercial and industrial mechanical insulation market saw a decline in 2009 of over 27%. The 2010 survey indicated that the industry had potentially bottomed out and was beginning to recover. Like many other industries, we soon found that optimism was unfounded and we had encountered a false bottom. In 2011, there was a 14.7% decline from 2010, which—for all practical purposes—erased the gains of 2005–2008. Margin erosion represented a significant portion of the 2011 decline. It does appear, however, that the bottom has been reached, with 2012 showing 3.5% growth over 2011.

Training and Education

While the growth in 2012 is encouraging, it is unfortunately beginning from a smaller base, and the general economic recovery is still tenuous and subject to sudden change. Thus it is not a question of whether the recovery has begun, but at what pace it will continue. For the first time, the industry survey asked respondents to provide information relative to growth expectations for 2013 and 2014. The respondents were confident about the recovery and indicated they were expecting, on average, a total of 7% and 8.9% growth, respectively.

The goal of the survey is to obtain valuable data regarding sales, market size, and growth for the U.S. commercial and industrial mechanical insulation market. Since the first survey was completed in 1997, the market has shown a net growth that equates to a 2.4% annual compounded growth rate. While that compounded growth rate may not seem overly impressive, you must consider that the recent recession drove an industry decrease of over 35% from 2009 through 2011. Over the 16-year period in which the survey has been conducted, the range of growth has varied from over 22% in 2005, to a decrease of more than 27% in 2009. That is a severe variance in a relatively short period of time.

E-Learning Course Adds Quizzes and Learning Credits

In December 2013, NIA announced that its 5-module online training seminar: the Mechanical Insulation Education & Awareness E-Learning Series, was available on the National Institute of Building Sciences' (NIBS) website at www.wbdg.org/education/nia01.php. In addition to offering the benefits of the E-Learning course to a wider audience, NIA is pleased to have added quizzes so that companies can better incorporate this tool into their companies' training programs.

Those who complete the E-Learning course are now eligible for credit from the United States Green Building Council (USGBC) and its sister organization, the Green Building Certification Institute (GBCI), as well as the American Institute of Architects (AIA). NIA also offers professional development hours (PDH) for the completion of the training course. NIA collaborated with the U.S. Department of Energy (DOE) to offer this learning tool.

The modules are appropriate for users of all skills levels and can help specifiers, architects, engineers, facility managers, and owners gain a deeper understanding of mechanical insulation systems and how they can benefit a business's bottom line. The E-Learning course will continue to be available on the National Training and Education Resource (NTER) site at www.nterlearning.org/web/guest/course-details?cid=233.

NIA offered the following training programs to members and organizations that make decisions about purchasing mechanical insulation: the Insulation Education and Awareness course, and the Insulation Energy Appraisal Program (IEAP). In 2013, NIA also added a Health and Safety Educational Webinar Series.

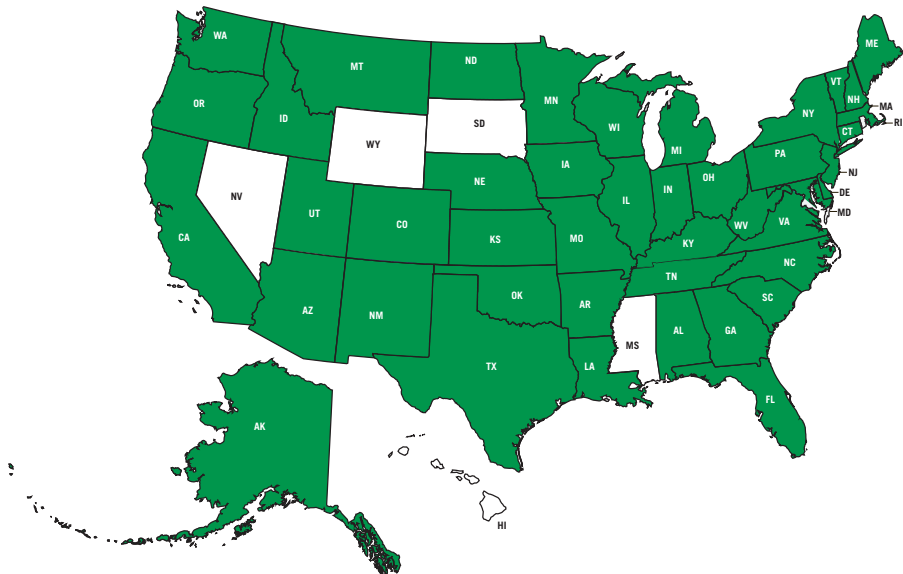
- **Insulation Education and Awareness Course:** This half-day course introduces the concept of mechanical insulation and how it can reduce energy consumption and greenhouse gas emissions, be part of a safety program, increase manufacturing productivity, eliminate or at minimum reduce corrosion under insulation, and provide a quick return on investment.
- **Insulation Energy Appraisal Program:** This 2-day accredited class teaches students how to review mechanical system specifics and use the 3E Plus® Version 4.0 software to determine the optimal insulation thickness and corresponding energy and dollar savings for a project. Students who attend the course and pass the exam become Certified Insulation Energy Appraisers. All current NIA-member certified appraisers are listed on www.insulation.org. Based on an update of the 3E Plus software for Version 4.1, the curriculum for the IEAP class was reviewed and revised to include streamlined functionality between support documents and the 3E Plus software, and additional resources such as the Simple Calculators and E-Learning Modules that appear on the MIDG website.
- **Health and Safety Educational Webinar Series:** NIA offered a 2-part webinar series designed to help members learn about the benefits of having written workplace safety program, and how to prevent heat stress (heat illness) on the jobsite. Part I: "Written Workplace Safety Program: Guidelines on Why You Need One and How to Develop It" took place on December 10, 2013. Part II: "Heat Stress (Heat Illness) Prevention Compliance" took place on January 16, 2014. Archives of the 60 minute webinars are available for those unable to participate for the live webinars.

In 2013, NIA saw continued interest in training programs:

- NIA held 6 IEAP courses—72 new appraisers certified.
- There were 1,057 Certified Insulation Energy Appraisers as of December 31, 2013.

Training and Education, continued

States with Certified Insulation Energy Appraisers*



*States with Certified Insulation Energy Appraisers are in green.

Additional Countries with Certified Insulation Energy Appraisers

- Mexico
- West Indies
- Brazil
- Canada

Meetings

NIA Annual Convention



Mechanical Insulation: Environmentally Sound

**Hyatt Regency Coconut Point Resort and Spa
Bonita Springs, Florida
April 17-20, 2013**

In April, NIA held its 58th Annual Convention in Bonita Springs, Florida with the theme “Mechanical Insulation: Environmentally Sound.” NIA members and guests came together to gain industry knowledge from educational sessions and committee meetings, and connect with business partners and colleagues at multiple networking events, including the VIP/First-Timers Reception; Welcome Reception; Appreciation Night; Manufacturers’ Dessert Hospitality Suites; NIA Silent Auction; Golf Tournament; and the President’s Gala Reception, Dinner, and Dance. The 2013 Convention had 376 attendees, 25 of which were first-time attendees. The 118 Active Members participating included 61 contractors, 34 distributors, 7 fabricators, and 16 laminators. There were 106 manufacturers/consultants, 16 TIAC members, 116 spouses and guests, and 20 others, including speakers and industry guests.

General Sessions presented at the Annual Convention included:

- “The Tornado We Call Life!” by Keynote Speaker Michael Hoffman;
- “Foundation Update—Navigating the Gridlock” by Matt Keelen, President, the Keelen Group;
- “Construction at the Crossroads—Sustainability, Integrated Delivery, and the Future of the Industry,” by David Allen, Executive Vice President, McKinstry; and
- “Boom or Gloom? A Look at the Insulation Industry’s Economic Forecast for 2013 and Beyond,” by B. Perry Woodside, Ph.D., Director, Dixon Hughes Goodman, LLP.

Industry Roundtable topics included:

- Safety Best Practices;
- MIDG Simple Calculators—How to Earn Respect; and
- Mechanical Insulation: Make More Money, Make More Sense.

Technical Paper Presentation topics included:

- 2013 ASHRAE *Handbook—Fundamentals*, Chapter 23: “Insulation for Mechanical Systems;”
- Methodology to Measure Thermal Performance of Pipe Insulation at Below-Ambient Temperatures; and
- Improvements in Water Vapor Retarder Jacketing for Use over Mechanical Insulation.

2013 NIA Silent Auction Raises Over \$22,000

The first NIA Silent Auction was held on April 17, 2013 in conjunction with the Annual Convention. The event successfully raised over \$22,000 in net proceeds which was split evenly between the NIA Foundation for Education, Training, and Industry Advancement and the Mesothelioma Applied Research Foundation.



The 2013 Silent Auction Task Force—chaired by J. Kenneth Freeman, Petrin Corp.—was comprised of Darrel Bailey, Performance Contracting Inc.; Dan Bofinger, Winroc-SPI; David Cox, Owens Corning; Roddy Davoud, Old Dominion Insulation, Inc.; Joe Leo, Atlantic Contracting and Specialties, LLC; Mark Reed, Zampell Companies; David Skelly, Johns Manville; and Tim Stout, Hudson Bay Insulation Company.

2013 Convention Sponsors

NIA extends a special thank you to sponsors, who contributed to the success of NIA's 58th Annual Convention.

Convention Badge Holder Sponsor:

Johns Manville

Convention Bag Sponsor:

E.J. Bartells

Hotel Key Card Sponsor:

Roxul, Inc.

VIP and First-Timers

Reception Sponsor:

Aeroflex USA, Inc.

Convention Hat Sponsor:

Avery Dennison

NIA Member Orientation Sponsor:

Performance Contracting, Inc.

Attendee Bag Pens Sponsor:

Armacell

Registration Packet Sponsors:

Armacell

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Winroc-SPI

Golf Tournament Sponsors

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Avery Dennison

Longest Drive Sponsor:

Johns Manville

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HiCube Coating, LLC

Knauf Insulation

Manson Insulation

No Sweat Valve Wraps, Inc.

Owens Corning

RPR Products, Inc.

Winroc-SPI

Meetings, continued

NIA would like to thank the following companies for their generous donations to NIA's first ever Silent Auction.

- Armacell
- Bay Insulation Supply
- Eastern States Insulation Contractors Association
- Homans Associates, LLC
- Hudson Bay Insulation Company
- Insulation Contractors Association of NYC
- Johns Manville
- Owens Corning
- Performance Contracting, Inc.
- Petrin Corp.
- Pittsburgh Corning
- Proto Corporation
- Roxul, Inc.
- Selle Supply Company
- Winroc-SPI
- Zampell Companies

2013 Committee Days

**Hyatt Regency Reston
Reston, VA
December 3-4, 2013**



The 2013 Committee Days meeting was attended by over 70 members. Operating committees met to reflect on NIA and Foundation accomplishments and discuss market trends, action items, and current and future association activities. Attendees networked during the Tuesday afternoon lunch and reception that evening, and met each day in committee meetings.

Educational opportunities included:

- U.S. Congressman Roger Williams' (R-TX) update on the current political environment to NIA members during the luncheon presentation; and
- The Merit and Union Contractor Committees joint training on Effective Customer Contract Negotiations with Cynthia Paul, Managing Director of the FMI Corporation. This 3-hour training session, open to all Committee Days attendees, focused on customer contract negotiating strategies and tactics.

2013 Annual Convention Photos



2013 Committee Day's Photos



Awards

2012 Theodore H. Brodie Distinguished Safety Award Winners

Congratulations to the following companies, announced as the 2012 winners during the NIA's 58th Annual Convention, for their demonstrated excellence in safety and for instilling strong safety values in their employees.

Contractors

Platinum Winners:

Brand Energy Solutions, LLC, *Kennesaw, Georgia*

F&H Insulation, Inc., *Kechi, Kansas*

Geo. V. Hamilton, Inc., *McKees Rocks, Pennsylvania*

Gregg Industrial Insulators, Inc., *Longview, Texas*

Gribbins Insulation Company, Inc., *Evansville, Indiana*

hth Companies, Inc., *Union, Missouri*

Thermal Solutions – Ohio, Inc., *Proctorville, Ohio*

Gold Winners:

Advanced Industrial Services, LLC, *Walbridge, Ohio*

Advanced Specialty Contractors, LLC, *Aston, Pennsylvania*

API, Inc., *Saint Paul, Minnesota*

Atlantic Contracting and Specialties, LLC, *Yonkers, New York*

Cornerstone Services Group, LLC, *Kansas City, Missouri*

E.J. Bartells, *Renton, Washington*

Hudson Bay Insulation Company, *Seattle, Washington*

L&C Insulation, Inc., *La Crosse, Wisconsin*

Luse Thermal Technologies, *Aurora, Illinois*

New States Contracting, LLC, *Sayreville, New Jersey*

Performance Contracting, Inc., *Lenexa, Kansas*

Scandvic Enterprises, Inc., *Colorado Springs, Colorado*

Summit Contracting, LLC, *Salt Lake City, Utah*

Zampell Companies, *Newburyport, Massachusetts*



Platinum Contractor Winners with Immediate Past President Rick Smith



2012 Theodore H. Brodie Distinguished Safety Award Winners, continued

Contractors, continued

Silver Winners:

Atlantic Plant Services, LLC, *Joliet, Illinois*
B.C. Flynn Contracting Corp., *Congers, New York*
INSCO Industries, Inc., *Shawnee, Kansas*
Iowa-Illinois Taylor Insulation Company, (IITI),
Davenport, Iowa
New England Insulation Company, Inc.,
Canton, Massachusetts
Pro Insulation, *Fort Smith, Arkansas*
Triangle Enterprises, Inc., *Paducah, Kentucky*
Upland Services, Inc., *Lafayette, Louisiana*

Bronze Winners:

DKB, Inc., *Pasco, Washington*
Nicholas Insulation Services, Inc., *Mobile, Alabama*

Distributors/Fabricators

Gold Winners:

E. J. Bartells, *Renton, Washington*
Pacor, Inc., *Bordentown, New Jersey*

Silver Winners:

Winroc-SPI, *Lancaster, Pennsylvania*

Advance Thermal Corp., *Bensenville, Illinois*
Insulation Fabricators, Inc., *Hammond, Indiana*

Associates (Manufacturers)

Silver:

Dyplast Products, LLC, *Miami, Florida*

Bronze:

Pittsburgh Corning, *Pittsburgh, Pennsylvania*



Gold Winners pictured with then President Rick Smith



Silver Winners pictured with then President Rick Smith



Bronze Winners pictured with then President Rick Smith

NIA Financials 2012–2013

Revenue

Membership Dues	\$714,655
Convention	\$381,565
Publications & Communications	\$779,522
Educational Programs	\$29,893
Net Investment Income	\$37,942
Total Revenue	\$1,943,577

Expenses

Membership Activities	\$685,470
Convention	\$313,812
Publications & Communications	\$699,845
Educational Programs	\$12,330
Total Expenses	\$1,711,457

Foundation

Revenue

Foundation Revenue	\$473,909
2011–2012 Carry Forward	--
Total Revenue	\$473,909

Expense

Foundation Expenses	\$588,963
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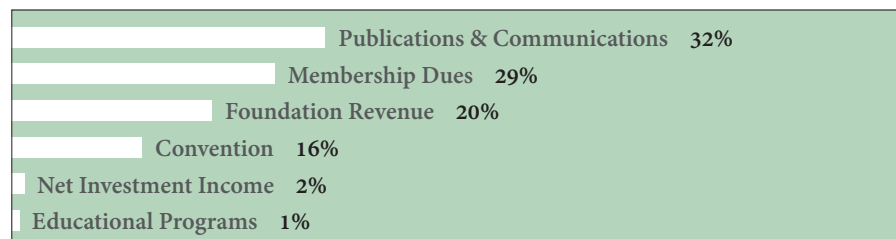
NIA Auditors

Ross, Langan & McKendree, L.L.P.

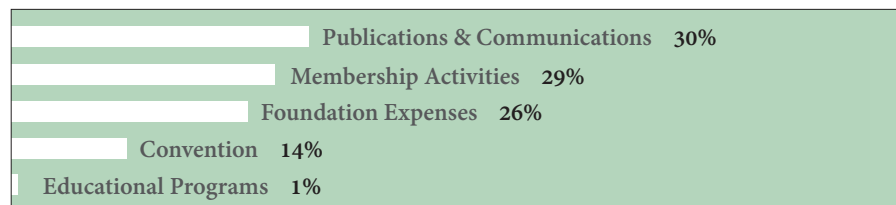
Public and Legislative Affairs

The Keelen Group

Revenue



Expenses



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